Frequently Asked Questions (FAQ) for the following SBIR Topics

A206-001: Combat Vehicle Modernization – Advanced Hybrid Networks and Cable Management Strategies

A206-002: Combat Vehicle Modernization - Autonomous Navigation Sensor Technologies

A206-003: Advanced Real Time Global High-Resolution Environmental Information to Support Multi-Domain Operations

A206-004: Ultra Narrow-band Emergency Radio

A206-005: Non-Lethal Vehicle Defense System

A206-006: Condition Based Maintenance for Combat Vehicles

Q: Section 5.4 Subsection C, Part Two states that all companies will receive detailed instructions regarding the required content for the Part 2 Technical Volume during the xTech SBIR D2PhII Competition. We do not believe we received any such detailed instructions. How do we go about getting a copy of the instructions?
A: The detailed instructions are provided in the BAA that was attached to the email notifying you that you are eligible to submit a Direct to Phase II for your Topic. The Part 2 Technical Volume should be the fifteen (15) slide presentation deck presented during the xTech forum, with any edits reflecting judging comments or milestone/cost updates.

Q: Furthermore, the same section refers to the Technical Objectives and Approach being 15 slides maximum. Is the Technical Volume intended to be a slide deck/presentation or a more formal written proposal?
A: The technical volume should be the slides that were presented during the xTechSBIR Technology Event with any clarifying information as requested during the pitch and clarifying the milestone schedule/cost as required.

Q: Is there a dedicated point of contact that we can reach out to with detailed questions?
A: For questions, you can reach out to the xTech mailbox at usarmy.pentagon.hqda-asa-alt.mbx.xtechsearch@mail.mil they will work to get your questions compiled and submitted in the FAQ. Questions are limited to technical information related to improving the understanding of a topic's requirements. Any other questions, such as those asking for advice or guidance on solution approach, will not receive a response. If/when a company is selected for an award, detailed objectives/milestones can be negotiated with the Army customer.

Q: What is the award timeline? For example, after Phase 2 is submitted, how long until an award notice, and how long until work may commence? This will have a bearing on our cost data as we pull it all together.
A: IAW DoD policy, all award notifications must be made within 60 d, with contract execution within 180 d. However, the xTech|SBIR pilot program allows significant streamlining; award notifications are anticipated within 15 days, with contract execution following within 45 d.

Q: Are there any milestones or other requirements we should know about regarding contract, award process, etc? For example are letters of recommendation required?
A: IAW DoD policy, all award notifications must be made within 60 d, with contract execution within 180 d. However, the xTech|SBIR pilot program allows significant streamlining; award notifications are anticipated within 15 days, with contract execution following within 45 d. Application requirements include the certification of xTech|SBIR selection, the 15 slide technical volume, and the cost volume.

Q: For cost volume submission, what is the "base" period. 12mo or 18mo? There is a "Year 2" mentioned. If we set the base period to 18mo, do we just ignore "Year 2"?
A: Per the BAA, Army SBIR DP2 periods of performance are 18 months. Please ignore the reference to "Year 2."

Q: When are milestones agreed upon, at this phase or later? Or are there standard payment milestones?
A: The base performance period is 18 months, at up to $1,670,000. Detailed technical milestones will be negotiated with the Army technical stakeholder upon selection for an award.

Q: Do you expect more detail to the slides we presented for the pitch for Technical Objectives and Approach? Or do we just submit the slides we presented at the pitch?
A: The technical volume can be up to 15 slides. You can use the slides that were presented during the xTechSBIR Technology Event with any clarifying information as requested during the pitch and clarifying the milestone schedule/cost as required and ensure all proposal requirements are addressed including:
• SBC Ability to Accomplish Work Summary: Summarize the team's expertise and experience and its influence in meeting the Army end-user's and associated required stakeholders' needs.
• Commercialization Potential: Summarize the best points in the potential Army customer's plans for a Phase III award or non-defense commercialization. Address potential dual-use commercial applications.
• Financial Sustainability: Describe the product's and company's financial sustainability. Include sales/revenue numbers of the specific non-defense commercial solution, if available. This information will not be shared outside the acquisition team. This is an R&D solicitation, not a solicitation for resale of COTS items.
• Transition and Commercialization Information: Include team partners, investors, past efforts, and successes. Projected price-point for technology solution.
• Milestone Schedule: Include highlights of the milestone schedule with timing, acceptance criteria, and proposed costs.

Q: Is there a minimum font size requirement for the slides?
A: Please use the same template and guidelines provided during the xTech portion of the competition.

Q: Should we continue to use the xTech slide template?
A: We recommend that you continue using the same xTechSBIR slide template used during the xTechSBIR Technology Event. It is not a requirement to use the xTechSBIR template.

Q: Does the cover slide count toward the 15 slide limit?
A: Yes, there are three components.

1. DoD generated cover-sheet (automatically generated)
2. xTech certificate
3. Slide deck – 15 slides max, including Title slide and all backups. Note that if a deck larger than 15 slides is submitted, the entire submission will be deemed ineligible.

Q: For the 15-slide Phase II Technical Proposal, are we permitted to make changes above and beyond the slides that we presented in the Pitch Round? Or should we submit the exact slides that were presented in that round?
A: You can use the slides that were presented during the xTechSBIR Technology Event with any clarifying information as requested during the pitch and clarifying the milestone schedule/cost as required.

Q: The BAA says that "Detailed requirements regarding the technical volume slides will be provided to all eligible SBCs during the competition." (Sec 5.4) Is there any more information to come?
A: The details were provided during the pitch phase of the xTechSBIR competition. The requirements are outlined in the BAA but also outlined in the slide template that was provided to the teams as they were preparing for the xTechSBIR Technology Event.

Q: Should we reach out to other judges?
A: During the submission period for the Direct to Phase II, you should not be reaching out to any of the judges. The xTech team can connect you with judges after the December 15th deadline. You can use the feedback provided from the judges during the competition to help further shape your proposals.

Q: Should we budget travel as part of the program for meetings or for a demonstration? If so, is there a specific city and number of days we should use for budget purposes?
A: Yes, you should budget the travel as part of the program for demonstrations with the technical POC. The specific city and number of days would be dependent on the topic.

Q: For the Technical Volume, the description below and the instructions in the BAA refer to slides for the technical volume. Please clarify if the Technical Volume is intended to be a slide deck (limited to 15 slides) or a more traditional proposal document (limited to 15 pages).
A: The technical volume should be the same slide deck that was presented during the xTechSBIR Technology Event with any clarifying information as requested during the pitch and clarifying the milestone schedule/cost as required.